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Feature Presentation



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Registration

Ohio Valley Construction Conference (CCC921)

Sept. 21-22, 2017
The Seelbach Hilton, Louisville
500 S 4th St, Louisville, KY 40202

Register online at kycpa.org

Early bird fee: *register by Sept. 7*
KyCPA and/or CFMA member: \$325 Nonmember: \$350

Regular fee: *after Sept. 7*
KyCPA and/or CFMA member: \$350 Nonmember: \$375

Group discount: Register 4 or more from the same firm or company at the same time and save \$25 per person.

Lodging: Rooms have been reserved at the Seelbach Hilton. Registrants must make their reservations by calling 502.585.3200. Ask for the KyCPA rate of \$159.00. The room block will be released on Wednesday, Sept. 6.

Manuals: This conference provides electronic manuals only. You will receive the manual prior to the conference.

A registration form that you may print and send in is available at kycpa.org.

Dietary or other: If you have specific dietary (vegetarian, etc.) or other needs, please contact KyCPA.

Questions: Please contact KyCPA: 502.266.5272/800.292.1754 (in KY)

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16 CPE hours

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Program Thursday, Sept. 21

7:30 – 8:00	Registration/continental breakfast
8:00 – 8:10	Welcome and announcements <i>Jerry Henderson</i> , CPA, OVCC Committee Chair, BKD, Louisville
8:10 – 9:25	Achieving Operational Excellence This session will include: <ul style="list-style-type: none">Improving productivity to address the current market challengesUnderstanding how even a minimal improvement in productivity will make you more competitive on bid day and improve your bottom lineImplementing FMI’s P3 model - Process, Productivity Tools, PeopleIntegrating top management and project management, which is critical to productivity improvementDetermining the best practices being implemented and new technologies that will impact the industry <i>Gregg Schoppman</i> , FMI, Tampa, Fla.
9:25 – 10:15	Why a Captive Might be Right for You An overview of why Captive Insurance Programs are becoming an even more viable option for construction companies. Understanding what to review when evaluating a group captive, and how most are structured. Determining the three most important items you need to know before becoming a member of a group captive. <i>Joe Colaluca</i> , Captive Resources LLC, Schaumburg, Ill.

10:15 – 10:30	Break
10:30 – 11:45	The Changing Role of IT The role technology is playing in construction businesses has changed dramatically in the last five to ten years and certainly shows no sign of abating. This means the roles of the IT department and your top-level IT Manager are changing dramatically. Are they prepared? This session will look specifically at trends, infrastructure, delivery and more. <i>Christian Burger</i> , Burger Consulting LLC, Chicago, Ill.
11:45 – 12:45	Lunch
12:45 – 1:35	Cybersecurity: Business Email Compromises This session will discuss how email can be compromised when someone creates a legitimate business e-mail account through social engineering or computer intrusion techniques to conduct unauthorized transfers of funds. We will learn how to recognize the scam and how to prevent becoming a victim. <i>Dana Chrisman</i> , FBI, Louisville
1:35 – 2:25	Beyond the Affordable Care Act: The Landscape of Employer-Based Health Care As employer-based health care continues to evolve through both legislation and regulation, this session will provide you with the latest updates on this topic and help you plan and prepare for further changes. <i>Dan Grelecki</i> , ONI Risk Partners, Indianapolis, Ind.
2:25 – 2:45	Break
2:45 – 4:00	Future of Construction Workforce: Panel This session will discuss the war for talent in the construction industry and get perspectives from three construction companies on best practices to attract and retain top talent in the industry. Moderator: <i>Paul Esche</i> , CPA, CCIFP, Harding Shymanski & Co, PSC Evansville, Ind. <i>Susan Brewer</i> , Gray Construction, Lexington

4:00 – 4:50	<i>Brad Smith</i> , PPMI Construction Co., Evansville, Ind. <i>Josh Steinrock</i> , American Roofing & Metal, Louisville
4:50 – 5:15	Internal Fraud & Embezzlement: Strategies to Mitigate Risk According to the ACFE, companies lose about 5% of their revenues to fraud. This session discusses the latest fraud trends and ways to use technology to reduce your fraud risk. <i>Bryan Callahan</i> , BKD LLP, Indianapolis, Ind.
5:30– 6:30	CFMA Remarks <i>Stuart Binstock</i> , CFMA, Princeton, NJ
	Concluding remarks <i>Jeff Nuttall</i> , CPA, Abel Construction Group, Louisville
	Networking reception

Friday, Sept. 22

7:30 – 8:00	Registration/continental breakfast
8:00 – 8:05	Welcome and opening remarks <i>Penny Gold</i> , KyCPA, Louisville
8:05 – 8:55	Tax Update This session will provide an overview of the significant new tax legislation related to the construction industry issued during 2017, including legislation on the horizon. We will also be discussing President Trump’s tax reform proposal, where it stands, and what planning opportunities it may provide for contractors. <i>Ben Matherly</i> , CPA, CCIFP, Crowe Horwath LLP, Indianapolis, Ind.
8:55 – 9:45	Succession Planning Learn how the efficient and orderly transfer of both the ownership and management interests of the business in the event of death, disability or retirement can carry out the strategies and desires of the business owner(s). Having a succession plan in place fulfills the intentions of the business owners, minimizes the disruption of the business, and minimizes

9:45 – 10:00	Break
10:00 – 10:50	Sales & Use Tax Consequences for Contractors Sales and use tax for contractors can vary widely between the states depending on a number of factors such as the types of property installed, nature of the services provided, exempt status of the customer, whether the contractor is acting as a retailer or consumer of the involved property, etc. This presentation will provide an overview of the sales and use tax treatment of contractors in the Ohio Valley, as well as discuss evolving developments in this area. <i>Mike Grim</i> , JD, MBA, MCM CPAs and Advisors, Louisville
10:50 – 11:40	Markets, He Wrote: Looking for Clues into the Economy’s Direction This presentation provides detailed discussions of global, national, and regional economies using the most up-to-date data available. Special attention is invested in critical elements of economic life, including the performance of financial, labor, and real estate markets. <i>Anirban Basu</i> , Sage Policy Group, Baltimore Md.
11:40 – 12:30	Lunch
12:30 – 1:30	The Woman Who Built Trump Tower Barbara Res will share her experiences in helping build Trump Tower and what it is like for women in construction today. <i>Barbara Res</i> , Res Solutions, Old Tappan, NJ <i>Mike Shull</i> , JD, Frost Brown Todd LLC, Louisville

1:30 – 2:20	Revenue Recognition: What the New Guidance Means for Contractors Although ASU 2014-09, Revenue from Contracts with Customers, is not effective until 2018 (2019 for non-public entities), now is the time for contractors to begin thinking about the impact the landmark standard will have on how they recognize revenue. We will discuss the latest guidance, the key factors to consider in determining appropriate revenue recognition, and how implementation will impact contracts in process as of the effective date of the standard. Spoiler alert: it may not be as painful as we first thought! <i>Jennifer Miloszewski</i> , CPA, Blue & Co. LLC, Lexington
2:20 – 2:30	Break
2:30 – 3:20	Federal Government Contracting: Working in the Public Sector This session will cover the challenges and opportunities when working in government contracting. <ul style="list-style-type: none">What it takes to get certified, and breaking into the market for veteran owned businesses, 8A, HUBZONE, DBE, MBE, WBE and HBEWhat is a SATOC and MATOCWhat is the difference between an MBE and a DBEHow to register with the US Government on the System for Award Management (SAM)What are the differences and nuances of Federal contracting, State of Kentucky contracting and local city/municipality contracting <i>Tom Masterson</i> , TEM Group Co. Inc., Louisville
3:20 – 3:30	Concluding Remarks <i>Mark Schaeffer</i> , CPA, OVCC Committee Chair, Bowden & Wood, Louisville